

Message Text

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ORIGIN EA-14

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DRAFTED BY EA/PRCM:PTLINCOLN,JR.:GMD

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R 292145Z AUG 73

FM SECSTATE WASHDC

TO USLO PEKING

INFO AMCONSUL HONG KONG

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E.O. 11652: GDS

TAGS: BTRA, ETEL, CH

SUBJECT: RCA COLOR TELEVISION PICTURE TUBE PROJECT

1. RCA WASHINGTON REPRESENTATIVE HAS INFORMED DEPARTMENT THAT SENIOR RCA TEAM WILL ARRIVE IN PEKING SEPTEMBER 3 TO NEGOTIATE WITH CHINA NATIONAL TECHNICAL IMPORT CORP. (TECHIMPORT) ON POSSIBLE SALE OF COLOR TELEVISION PICTURE TUBE MANUFACTURING FACILITIES TO PRC. SIX-MAN TEAM, WHICH WILL BE HEADED BY RCA VICE PRESIDENT P.J. HAYES, INCLUDES TWO OTHER VPS AS WELL AS ARCHITECTURAL CONSULTANT VINCENT KLING OF THE FIRM VINCENT KLING AND ASSOCIATES. THEY ARE PREPARED TO STAY IN PEKING FOR UP TO TWO WEEKS.

2. TEAM PLANS TO MAKE DETAILED PROPOSAL TO TECHIMPORT, ALTHOUGH THERE ARE MANY DETAILS ABOUT PROJECT WHICH THEY NEED TO ASCERTAIN, SUCH AS WHETHER IN FACT PRC PLANS TO MOVE TOWARD GERMAN PAL COLOR SYSTEM (AS INDICATED IN HONG KONG A-205). RCA WILL MAKE SEPARATE PROPOSAL COMPATIBLE
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WITH ASSUMPTION THAT PAL SYSTEM IS ADOPTED, ALTHOUGH THEY

WOULD OF COURSE PREFER THAT PRC ADOPT US SYSTEM. PICTURE TUBES TO BE MANUFACTURED WILL RANGE IN SIZE UP TO 19 INCHES. RCA HAS BEEN IMPRESSED BY CHINESE "REASONABLENESS" IN APPROACHING THIS PROJECT, ESPECIALLY AS COMPARED TO DISCUSSIONS RCA HAS HAD WITH OTHER LDCS ON SIMILAR VENTURES. IF CONSUMMATED, PRC PROJECT WOULD BE A MULTI-PLANT COMPLEX FOR MANUFACTURING KINESCOPIES, GLASS, COMPONENTS, ETC. IN THE "TENS OF MILLIONS" OF DOLLARS RANGE.

3. FYI INITIAL REVIEW OF RCA TENTATIVE EQUIPMENT LIST FOR THIS PROJECT SHOWS RELATIVELY FEW INTERNATIONALLY CONTROLLED STRATEGIC ITEMS WHICH WOULD CREATE LICENSING DIFFICULTIES. COMMERCE HAS ISSUED RCA LICENSE FOR EXPORT OF TECHNICAL DATA TO BUILD PLANT. WESTINGHOUSE HAS ALSO BEEN ISSUED LICENSE FOR SAME TYPE TRANSACTION. END FYI.

4. TEAM HOPES TO MEET WITH AMBASSADOR BRUCE, AS WELL AS HOROWITZ AND ROPE. ROGERS

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